

WANTED! Group Sales Manager

It's not enough to be better, you have to be different! At LPM, our brand is your personality. If you are bright, knowledgeable, witty and stylishly confident, then you just may be what we are looking for.

RESPONSIBILITIES:

Help sell a different kind of NYC hotel!

- Responsible for direct sales effort and maintenance within Le Parker Meridien's group market segment
- Uphold Delphi procedures and account management procedures
- Maintain existing accounts and uncover leads to new business
- Attend appropriate trade shows, local events and schedules sales trips when required
- Ensure telephone inquiries are handled within a timely manner i.e., within one hour of request
- Responsible for Saturday coverage as outlined on schedule
- Assist in training, staff monitoring, and support as needed
- Prepare sales reports and attends meetings as needed

REQUIREMENTS:

You gotta have these Essential Skills:

- College graduate with 2-3 years hotel sales experience
- Group market sales experience
- Strong selling skills
- Excellent oral and written communication skills
- English fluency
- Must be organized, detailed, patient, and motivated
- Thorough knowledge of facilities, rate structure, room types, credit policies, VIP, Meeting, Banquet and Reservations procedures.
- Able to multi-task and handle high pressure situations

These Desirable Skills will put you at the top of the stack:

- Experience in hotel/service industry operations
- Experience with NYC hotel sales
- Proficiency with Delphi and Fidelio systems
- Proficiency with MS Office applications (esp. Word & Excel)

Revised 04.10.02

BENEFITS:

Medical, Dental, 401K, Free Meals, Bonus, Vacation and Paid Holidays

If you dare to be different, you may be right for us. To be in the game, email, snail mail or fax your resume. Email to HR at getajob@parkermeridien.com. If you would like to fax your resume our fax # is (212) 708-7356. For our Job Hotline update, please call (212) 708-7351 or visit www.parkermeridien.com.

Two years experience will put you at the top of the stack. We'll contact the most qualified candidates for a personal interview. Good Luck!

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